



# EPSDT Stakeholder Webinar

## May 28, 2019

# Agenda

- Overview of FFY18 CMS-416 Rates
- Analysis of FFY18 Target Strategy
- FFY20 Target Strategy
- Questions for Stakeholders



# CMS-416 Yearly Rate Comparisons

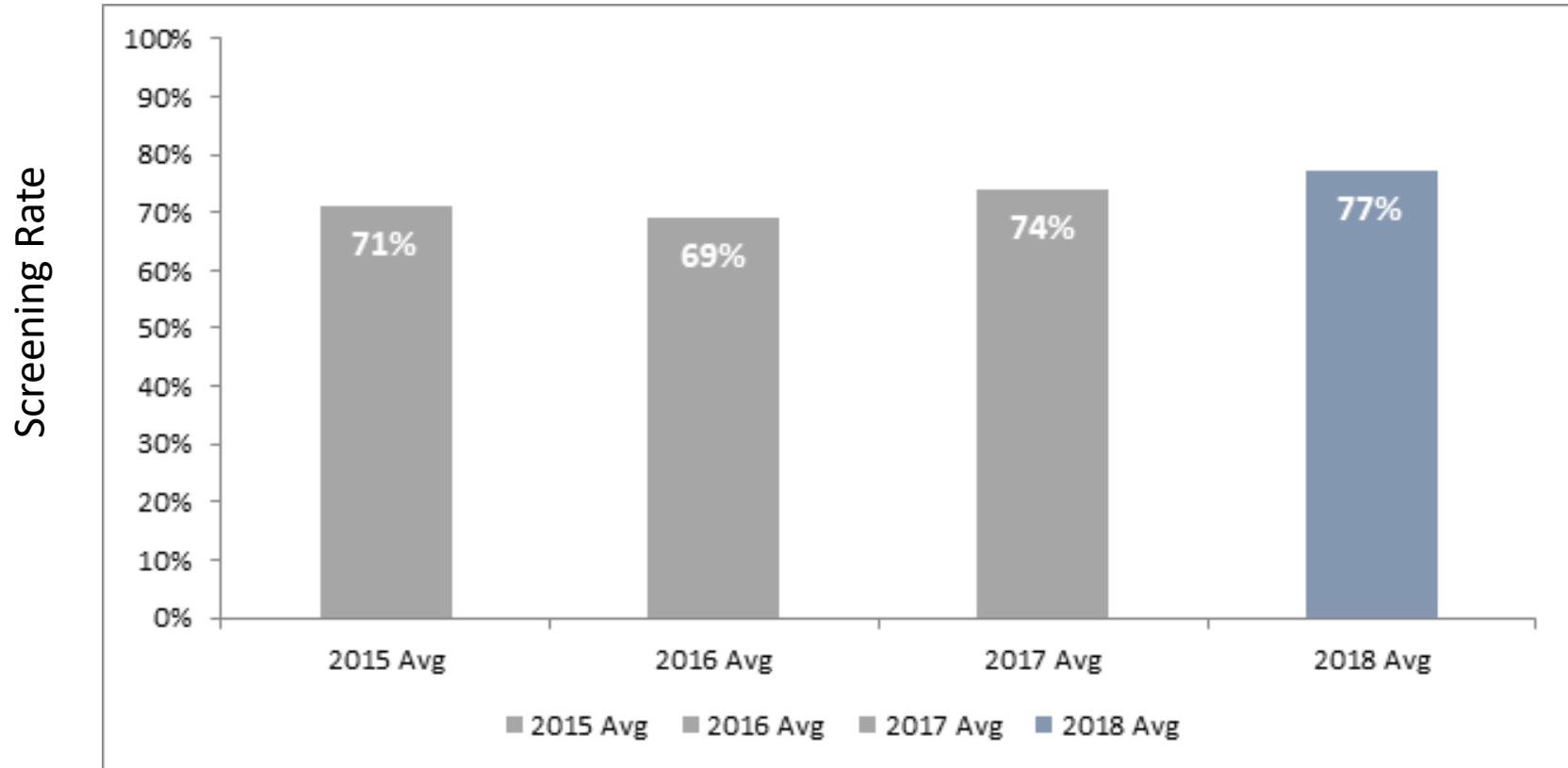
# Summary of Findings for FFY18

- 80% or higher screening rates achieved for
  - 26 counties
  - Ages groups 0-5
- Screening rates increased, FFY 2018 versus FFY 2017,
  - 80 counties
  - **All regional MCOs**
  - Age groups  $\geq 1$  year old
- Greatest improvement
  - Age 10 to 14 (61% to 67%)
  - Marion County (58% to 78%)

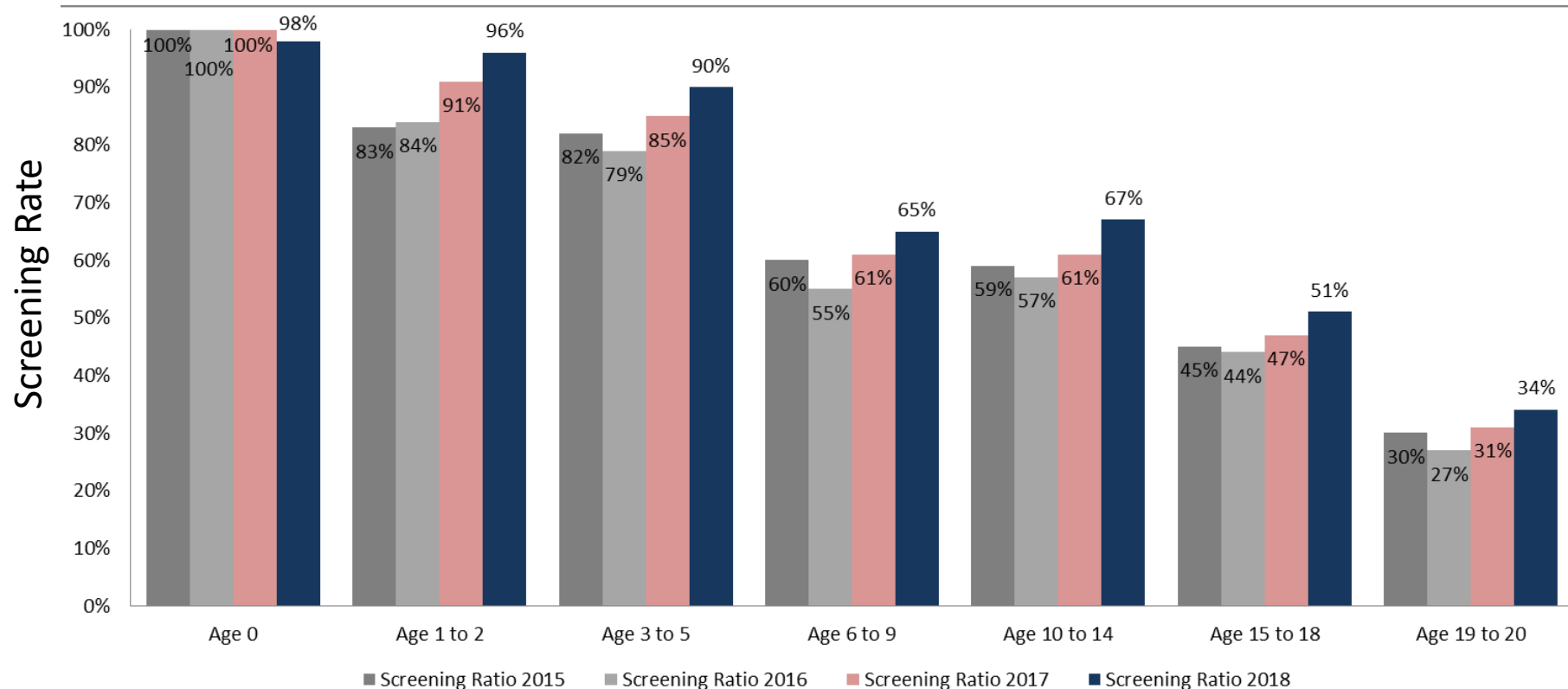
# 2010-2018 CMS-416 for Tennessee

<b>FFY 2010-2018</b>	<b>Periodicity Schedule</b>	<b>Screening Ratio</b>
<b>2010</b>	24	99%
<b>2011</b>	24	100%
<b>2012</b>	30	78%
<b>2013</b>	30	81%
<b>2014</b>	30	73%
<b>2015</b>	30	71%
<b>2016</b>	30	69%
<b>2017</b>	30	74%
<b>2018</b>	30	77%

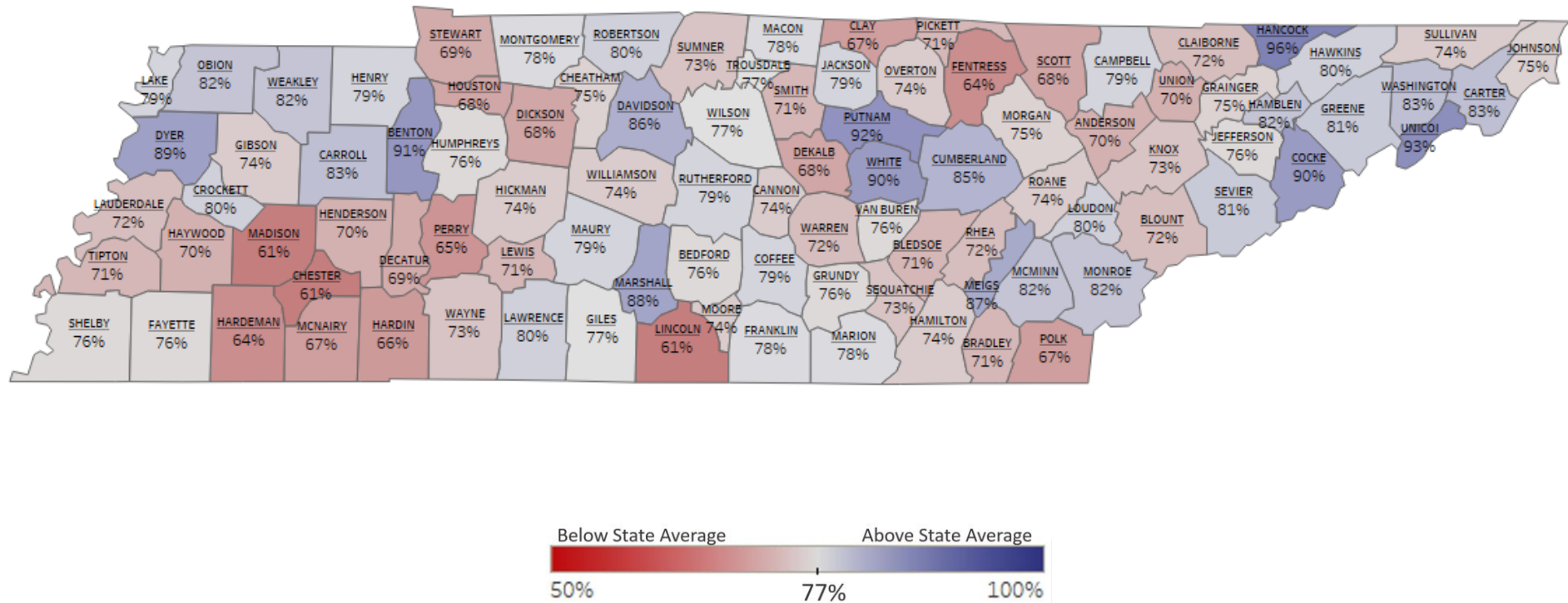
# 2015-2018 CMS-416 Rates TN Average



# 2015-2018 Screening Rates by Age Group

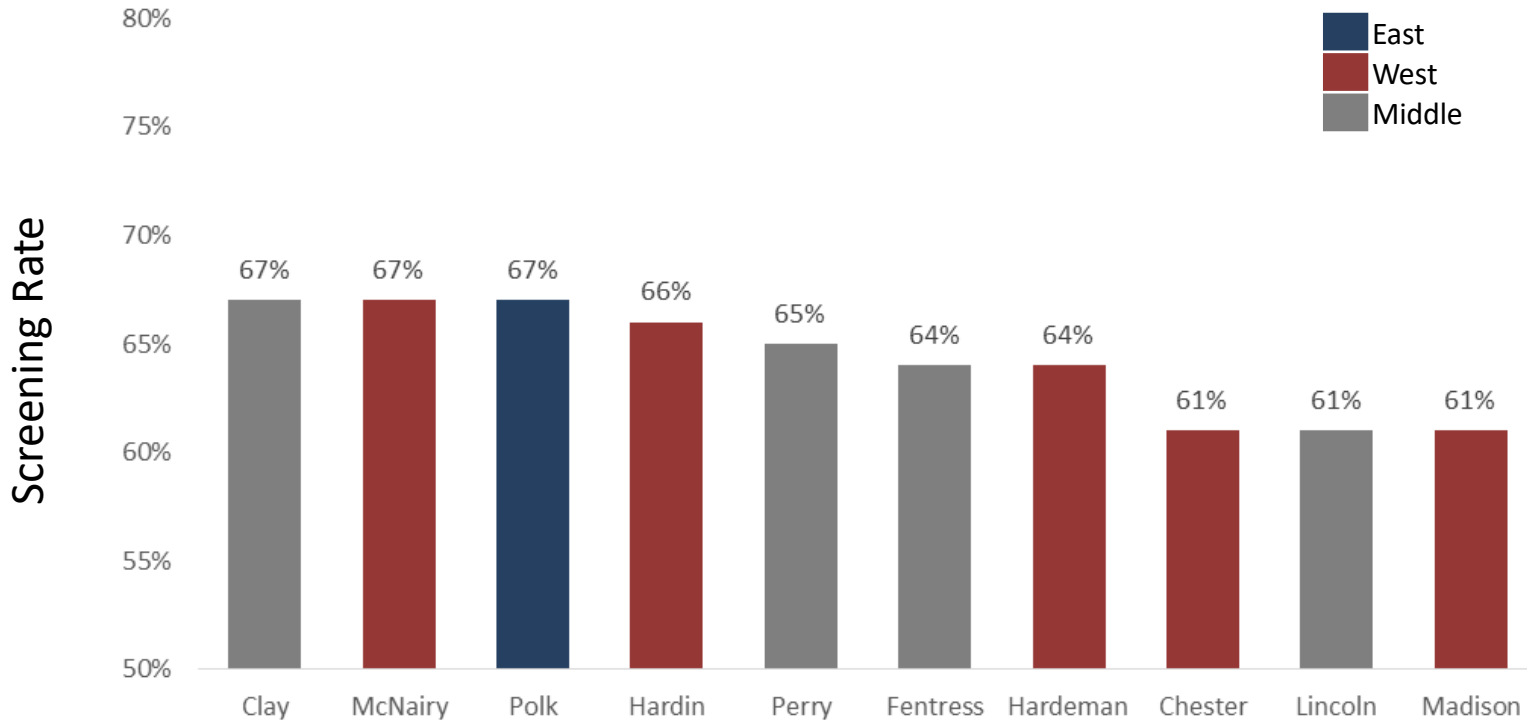


# Tennessee Counties EPSDT Rates FFY18



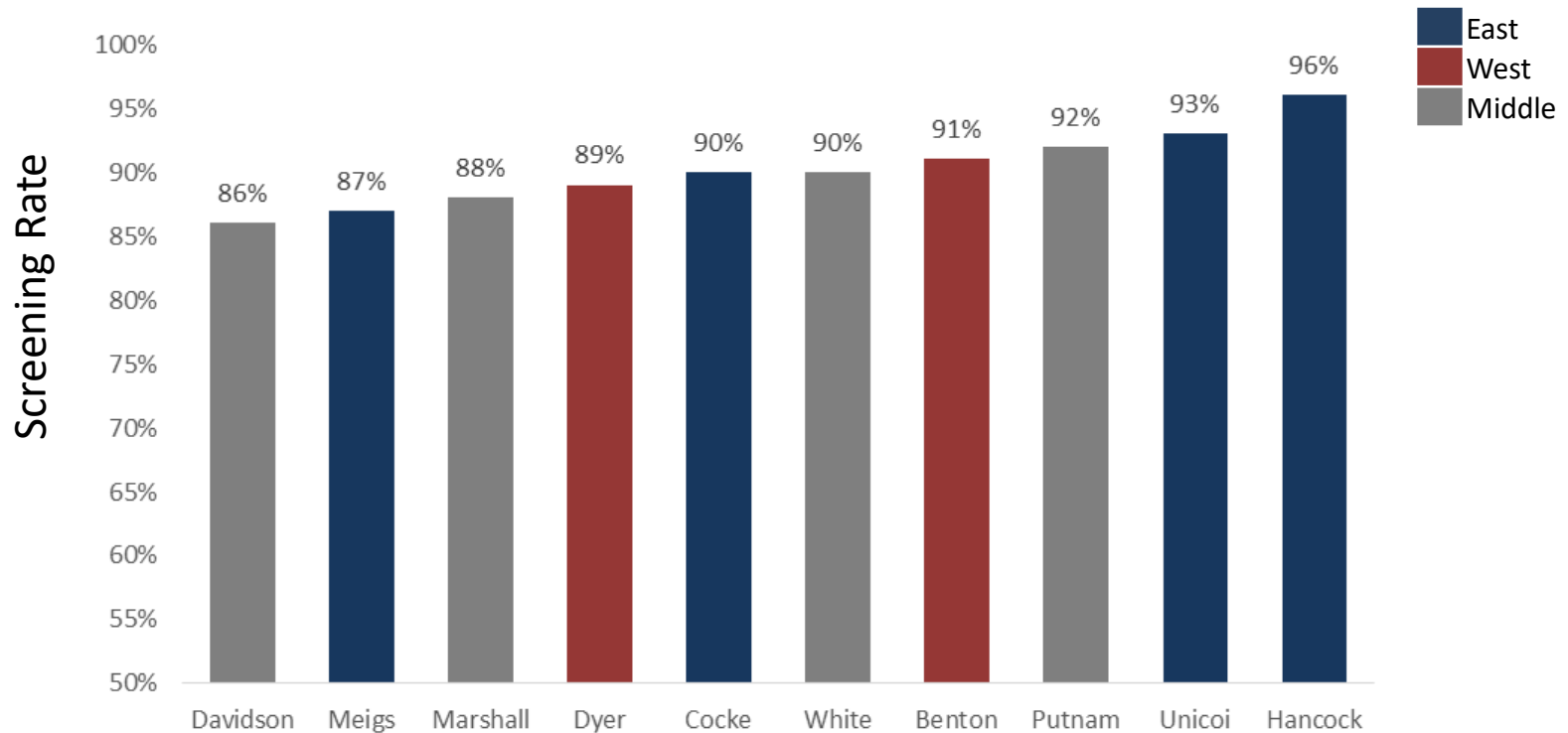


# FFY 2018 Lowest Performing Counties



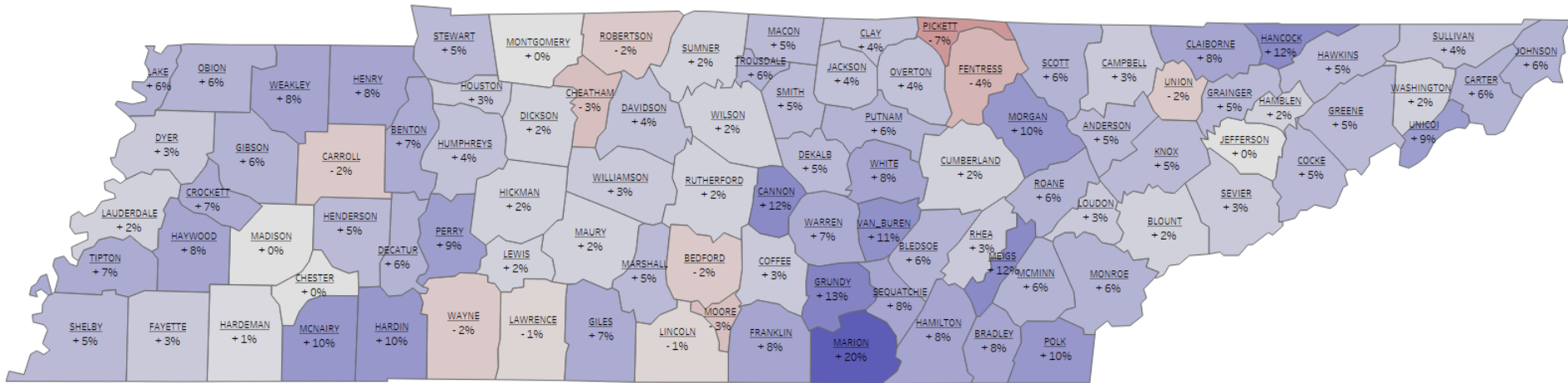
Expected Screens	1,340	4,603	2,760	4,632	1,469	3,719	4,500	2,852	5,443	18,455
2010 US Census	Rural	Urban	Rural	Rural	Rural	Rural	Rural	Rural	Rural	Rural

# FFY 2018 Highest Performing Counties



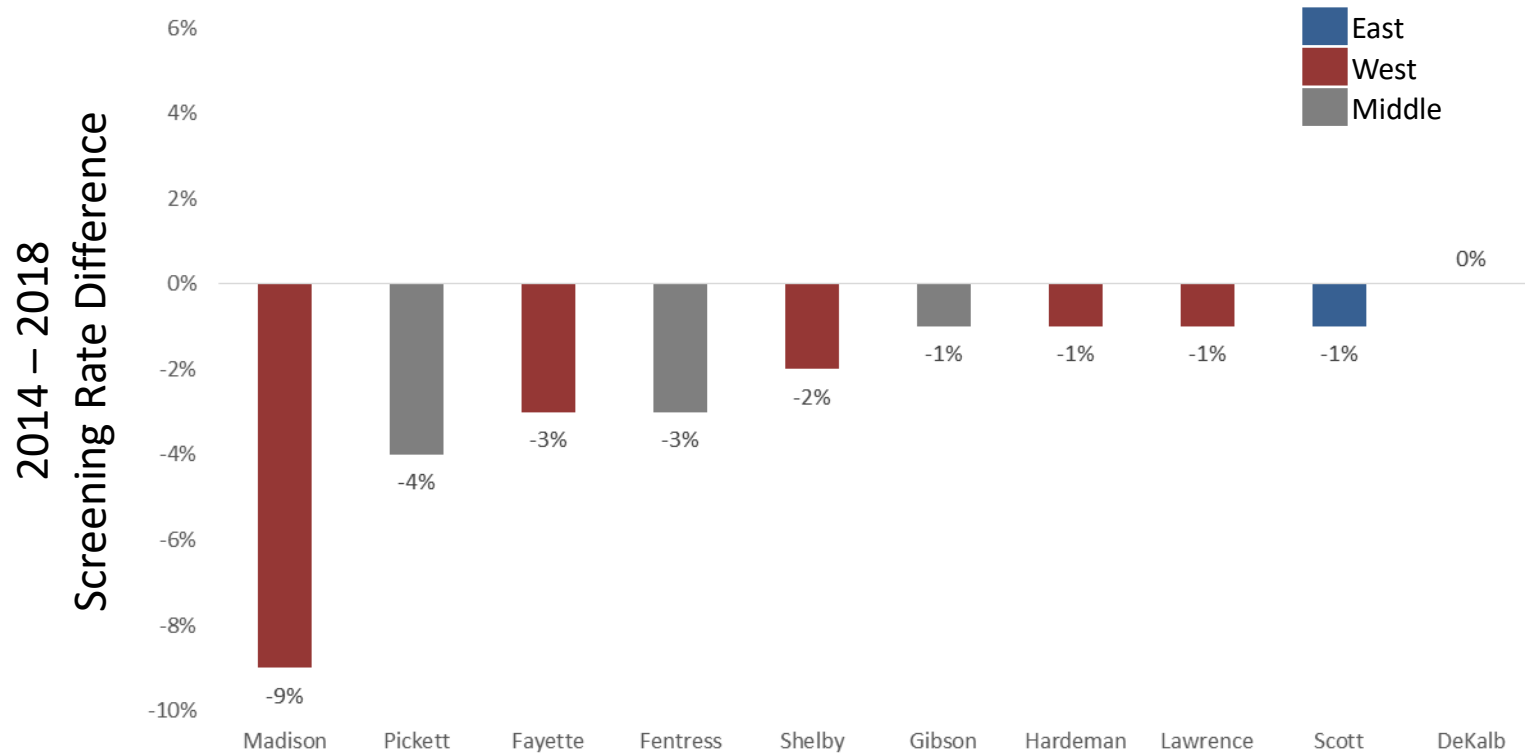
Expected Screens	111,800	2,293	5,410	7,417	7,385	4,988	2,839	12,729	2,902	1,431
2010 US Census	Urban	Rural	Urban	Urban	Rural	Rural	Rural	Urban	Urban	Rural

# Tennessee Counties EPSDT Rate Change FFY17 to FFY18



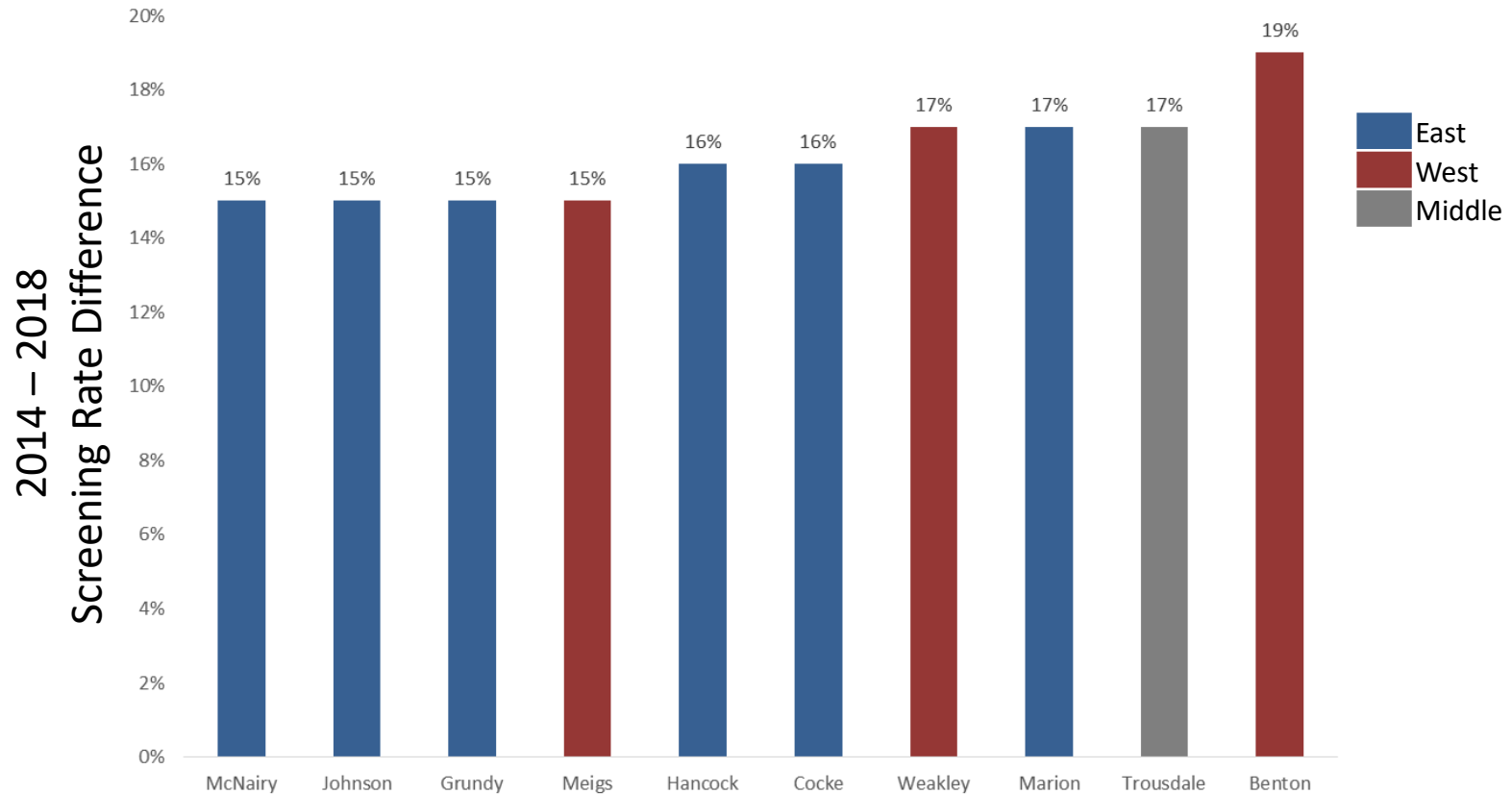
Increased	80
Decreased	11
No Change	4

# 5-Year Trend: Screening Rate Decreases



Expected Screens	18,455	682	5,076	3,719	197,969	9,153	4,500	7,777	5,202	3,776
2010 US Census	Rural	Rural	Rural	Rural	Urban	Urban	Rural	Rural	Rural	Rural

# 5-Year Trend: Screening Rate Increases



Expected Screens	2,839	4,826	1,535	4,811	7,385	1,431	2,976	2,931	4,603	2,293
2010 US Census	Urban	Rural	Rural	Rural	Rural	Rural	Rural	Rural	Rural	Rural

# 2017-2018 CMS-416 by Eastern Counties

County	FFY2017	FFY2018	
ANDERSON	65%	70%	↑
BLEDSON	65%	71%	↑
BLOUNT	70%	72%	↑
BRADLEY	63%	71%	↑
CAMPBELL	76%	79%	↑
CARTER	77%	83%	↑
CLAIBORNE	64%	72%	↑
COCKE	85%	90%	↑
FRANKLIN	70%	78%	↑
GRAINGER	70%	75%	↑
GREENE	76%	81%	↑
GRUNDY	63%	76%	↑
HAMBLETON	80%	82%	↑
HAMILTON	66%	74%	↑
HANCOCK	84%	96%	↑
HAWKINS	75%	80%	↑
JEFFERSON	76%	76%	→
JOHNSON	69%	75%	↑

County	FFY2017	FFY2018	
KNOX	68%	73%	↑
LOUDON	77%	80%	↑
MARION	58%	78%	↑
MCMINN	76%	82%	↑
MEIGS	75%	87%	↑
MONROE	76%	82%	↑
MORGAN	65%	75%	↑
POLK	57%	67%	↑
RHEA	69%	72%	↑
ROANE	68%	74%	↑
SCOTT	62%	68%	↑
SEQUATCHIE	65%	73%	↑
SEVIER	78%	81%	↑
SULLIVAN	70%	74%	↑
UNICOI	84%	93%	↑
UNION	72%	70%	↓
WASHINGTON	81%	83%	↑

Increased	33
Decreased	1
No Change	1

# 2017-2018 CMS-416 by Middle Counties

County	FFY2017	FFY2018	
BEDFORD	78%	76%	↓
CANNON	62%	74%	↑
CHEATHAM	78%	75%	↓
CLAY	63%	67%	↑
COFFEE	76%	79%	↑
CUMBERLAND	83%	85%	↑
DAVIDSON	82%	86%	↑
DEKALB	63%	68%	↑
DICKSON	66%	68%	↑
FENTRESS	68%	64%	↓
GILES	70%	77%	↑
HICKMAN	72%	74%	↑
HOUSTON	65%	68%	↑
HUMPHREYS	72%	76%	↑
JACKSON	75%	79%	↑
LAWRENCE	81%	80%	↓
LEWIS	69%	71%	↑
LINCOLN	62%	61%	↓
MACON	73%	78%	↑
MARSHALL	83%	88%	↑

County	FFY2017	FFY2018	
MAURY	77%	79%	↑
MONTGOMERY	78%	78%	→
MOORE	77%	74%	↓
OVERTON	70%	74%	↑
PERRY	56%	65%	↑
PICKETT	78%	71%	↓
PUTNAM	86%	92%	↑
ROBERTSON	82%	80%	↓
RUTHERFORD	77%	79%	↑
SMITH	66%	71%	↑
STEWART	64%	69%	↑
SUMNER	71%	73%	↑
TROUSDALE	71%	77%	↑
VAN_BUREN	65%	76%	↑
WARREN	65%	72%	↑
WAYNE	75%	73%	↓
WHITE	82%	90%	↑
WILLIAMSON	71%	74%	↑
WILSON	75%	77%	↑

Increased	29
Decreased	9
No Change	1

# 2017-2018 CMS-416 by Western Counties

County	FFY2017	FFY2018	
BENTON	84%	91%	↑
CARROLL	85%	83%	↓
CHESTER	61%	61%	→
CROCKETT	73%	80%	↑
DECATUR	63%	69%	↑
DYER	86%	89%	↑
FAYETTE	73%	76%	↑
GIBSON	68%	74%	↑
HARDEMAN	63%	64%	↑
HARDIN	56%	66%	↑
HAYWOOD	62%	70%	↑
HENDERSON	65%	70%	↑
HENRY	71%	79%	↑
LAKE	73%	79%	↑
LAUDERDALE	70%	72%	↑
MADISON	61%	61%	→
MCNAIRY	57%	67%	↑
OBION	76%	82%	↑
SHELBY	71%	76%	↑
TIPTON	64%	71%	↑
WEAKLEY	74%	82%	↑

Increased	18
Decreased	1
No Change	2





# FFY18 Target Strategy Analysis

# Summary of Findings – FFY2018 Targets

## FFY2018 Target Counties: Top 5 Metro Counties and 5 Lowest Performing Counties

- Screening rate increase for **all target counties**
- Number of missed screens decreased (FFY 2017 versus FFY 2018) for **all targeted counties**
- Of the targeted 10 target counties
  - Davidson achieved **86%** screening
  - Metro Counties: **Hamilton** showed the most improvement increasing from 66% to 74%
  - Lowest Performing Counties: **Marion** showed the most improvement, increasing from 58% to 78%

# FFY2018 MCO Success

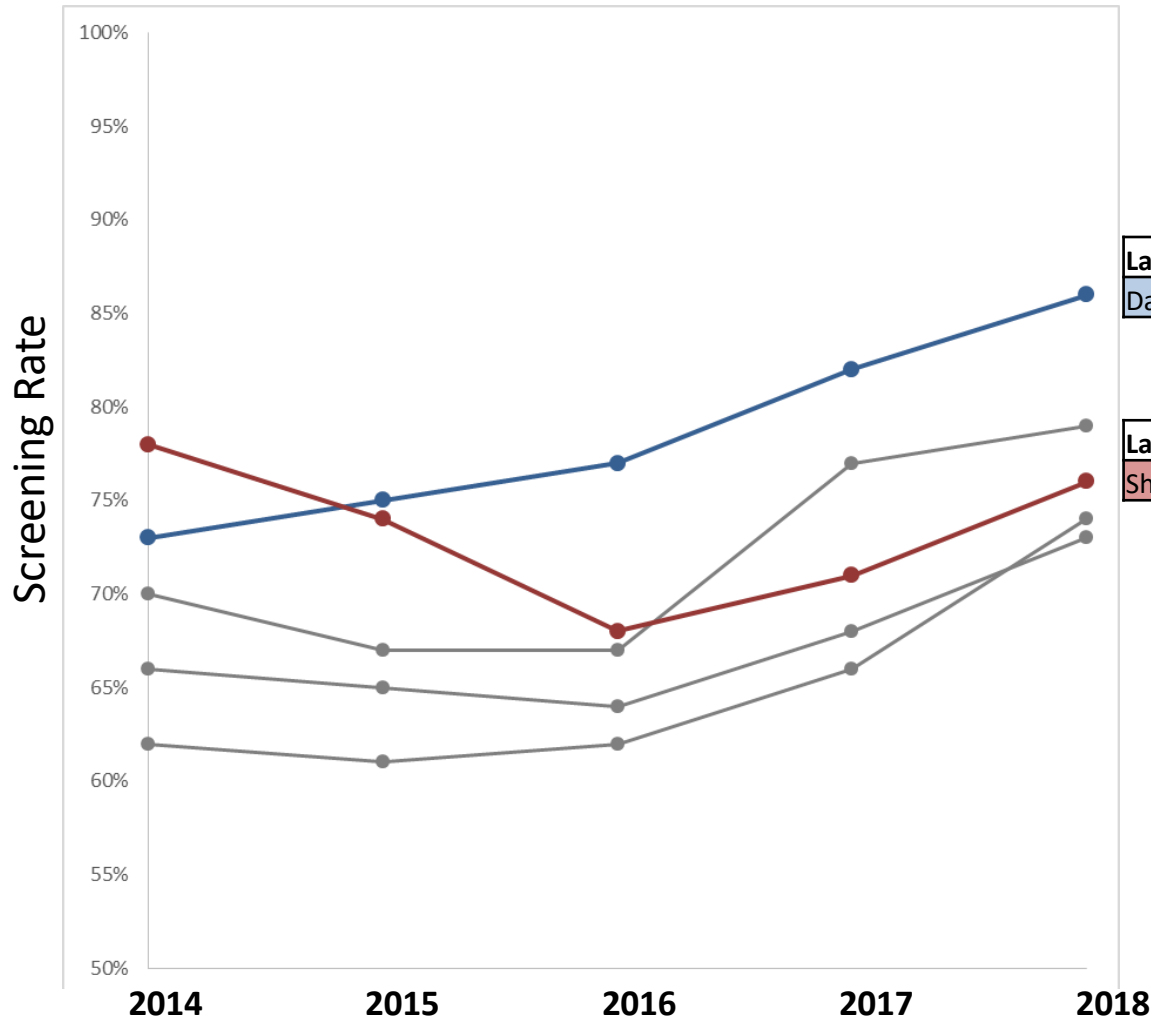
- Successful campaigns and initiatives by the MCOs and partner organizations include:
  - Embedded outreach specialist in primary care offices
  - Provider incentives for well child visit completion
  - Provider education and collaborations with TNAAP (videos, webinars, in-person trainings)
  - Money left on the table reports to providers
  - Incentive campaigns with TN Primary Care Association (Backpacks, Cold/Flu packets)
  - Value Based Contracting
  - Integrated appointment scheduling
  - Working with practice administrators and CEOs to make changes to workflows and systems within a practice
  - Text message campaigns

# Targeted Counties – Top 5 Metro Counties

County	FFY2017	FFY2018	
DAVIDSON	82%	86%	↑
HAMILTON	66%	74%	↑
KNOX	68%	73%	↑
RUTHERFORD	77%	79%	↑
SHELBY	71%	76%	↑

	2017 Shortfall to Achieve 80%	2018 Shortfall to Achieve 80%	% of Statewide Shortfall
DAVIDSON	0	0	0%
HAMILTON	7,070	3,067	9%
KNOX	7,143	4,144	12%
RUTHERFORD	1,445	323	1%
SHELBY	18,900	7,485	22%
Statewide	63,503	34,016	

# Targeted Counties – Screening Rates 5-Year Trend



Largest Increase	2018 Rate	5-Year Change
Davidson	86%	+13%

Largest Decrease	2018 Rate	5-Year Change
Shelby	76%	-2%

# Targeted Counties – FFY 2017 Lowest Rates

County	FFY2017	FFY2018	
PERRY	56%	65%	↑
HARDIN	56%	66%	↑
POLK	57%	67%	↑
MCNAIRY	57%	67%	↑
MARION	58%	78%	↑

	2017 Shortfall to Achieve 80%	2018 Shortfall to Achieve 80%	Statewide Shortfall
PERRY	343	225	1%
HARDIN	1,149	662	2%
POLK	659	346	1%
MCNAIRY	1,143	592	2%
MARION	1,095	105	0%
Statewide	63,503	34,016	



# FFY20 Target Strategy

# Distressed Counties– Screening Rates

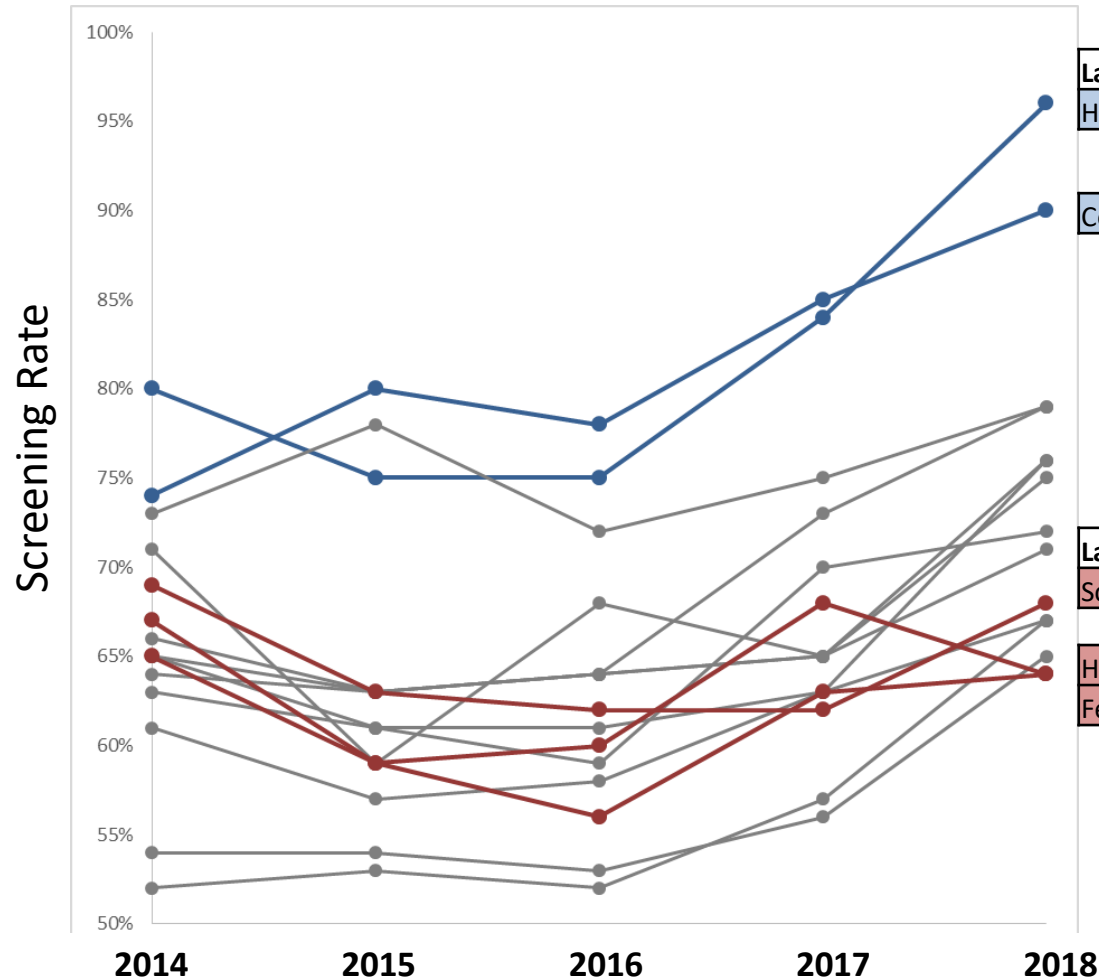
- Distressed counties: Counties that rank in the 10% most economically distressed counties in the nation

County	FFY2017	FFY2018	
BLEDSON	65%	71%	↑
CLAY	63%	67%	↑
COCKE	85%	90%	↑
FENTRESS	68%	64%	↓
GRUNDY	63%	76%	↑
HANCOCK	84%	96%	↑
HARDEMAN	63%	64%	↑
JACKSON	75%	79%	↑
LAKE	73%	79%	↑
LAUDERDALE	70%	72%	↑
MCNAIRY	57%	67%	↑
MORGAN	65%	75%	↑
PERRY	56%	65%	↑
SCOTT	62%	68%	↑
VAN BUREN	65%	76%	↑

	2018 Shortfall to Achieve 80%	% of Statewide Shortfall
BLEDSON	192	0.6%
CLAY	177	0.5%
COCKE	0	0.0%
FENTRESS	578	1.7%
GRUNDY	124	0.4%
HANCOCK	0	0.0%
HARDEMAN	739	2.2%
JACKSON	27	0.1%
LAKE	10	0.0%
LAUDERDALE	447	1.3%
MCNAIRY	592	1.7%
MORGAN	160	0.5%
PERRY	225	0.7%
SCOTT	624	1.8%
VAN BUREN	41	0.1%



# Distressed Rural Counties – Screening Rates 5-Year Trend



Largest Increase	2018 Rate	5-Year Change
Hancock	96%	+16%

Cocke	90%	+16%
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Largest Decrease	2018 Rate	5-Year Change
Scott	68%	-1%

Hardeman	64%	-1%
Fentress	64%	-3%

# FFY 2018: 80% Shortfall

FFY2018: Screens needed to reach 80% = **34,016**

County	Region	Shortfall to County 80%
DAVIDSON	Middle	0
HAMILTON	East	3,067
KNOX	East	4,144
RUTHERFORD	Middle	323
SHELBY	West	7,485
		<b>15,020</b>

Urban counties shortfall  
account for >44% of overall  
State shortfall

County	Region	Shortfall to County Age Group 80%
BLEDSE	East	192
CLAY	Middle	177
COCKE	East	0
FENTRESS	Middle	578
GRUNDY	East	124
HANCOCK	East	0
HARDEMAN	West	739
JACKSON	Middle	27
LAKE	West	10
LAUDERDALE	West	447
MCNAIRY	West	592
MORGAN	East	160
PERRY	Middle	225
SCOTT	East	624
VAN BUREN	Middle	41
		<b>3,936</b>

Distressed counties account  
for >11% of overall State  
shortfall

# FFY 2018: 80% Shortfall

FFY2018: Screens needed to reach 80% = **34,016**

County	Region	Shortfall to County 80%
SHELBY	West	7,485
KNOX	East	4,144
MADISON	West	3,577
HAMILTON	East	3,067
SUMNER	Middle	1,602
BRADLEY	East	1,525
SULLIVAN	East	1,308
BLOUNT	East	1,279
ANDERSON	East	1,140
LINCOLN	Middle	1,056
		<b>26,185</b>

Top 10 shortfall counties account for >76% of overall State shortfall

County	Age Group	Shortfall to County Age Group 80%
KNOX	AGE 10 - 14	2,297
KNOX	AGE 6 - 10	2,132
HAMILTON	AGE 6 - 10	1,466
RUTHERFORD	AGE 6 - 10	1,327
HAMILTON	AGE 10 - 14	1,322
RUTHERFORD	AGE 10 - 14	1,217
MADISON	AGE 6 - 10	1,040
SUMNER	AGE 10 - 14	833
SUMNER	AGE 6 - 10	828
BRADLEY	AGE 10 - 14	826
		<b>13,288</b>

**Ages 6-14:** Top 10 shortfall counties account for >39% of overall State shortfall

# FFY2020: Partnership

**Partnerships with large practices and other organizations have played a major role in increasing rates over the past year. TennCare encourages each of the MCOs to continue and grow these collaborations for FFY20.**

- Campaigns and incentive programs with the Tennessee Primary Care Association
- Provider education (coding, converting sick visits and sports physicals) with the TN Chapter of the AAP
- Working with practices participating in the Patient Centered Medical Home program

# FFY2020: Focus on Counties/Regions

## Top 5 Distressed Rural Counties

- Hardeman
- Scott
- McNairy
- Fentress
- Lauderdale

## Madison County (Jackson)

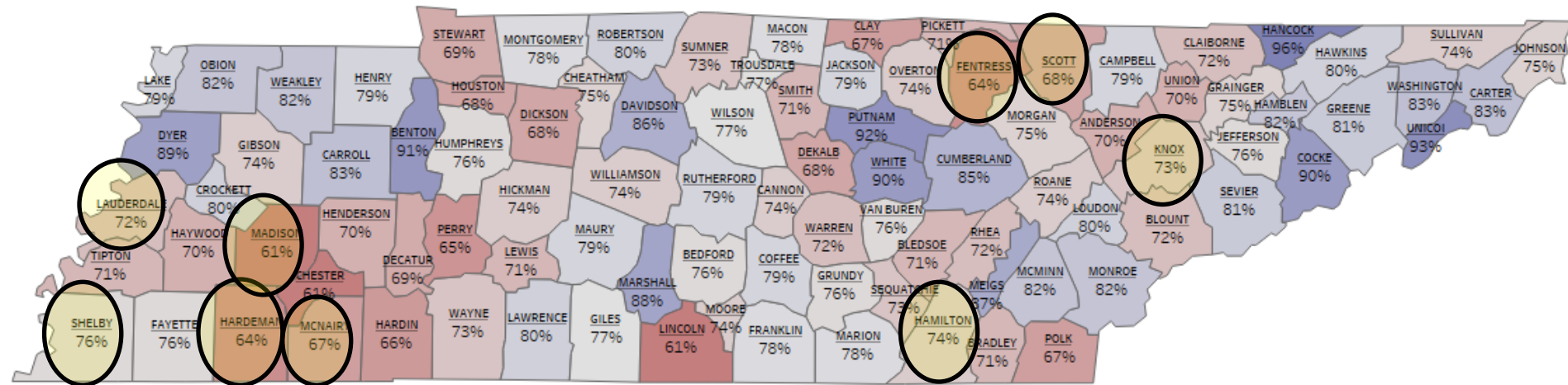
- Madison County remains at 61% from FFY17 to FFY18

## Middle TN

- Middle TN had more counties (9) that decreased in their overall rate compared to East and West

## Urban/Metro Areas

- Shelby
- Knox
- Hamilton
- Rutherford
- Davidson



# FFY2020: Next Steps

**Continue work and engagement in the 5 urban/metro counties:**

- Davidson
- Hamilton
- Knox
- Shelby
- Rutherford

**Focus on the top 5 rural distressed counties:**

- Hardeman
- Scott
- McNairy
- Fentress
- Lauderdale

**Engage in partnerships with organizations like Rural Health Association, DOE, DOH to reach targeted counties.**

**Engagement and outreach in Madison County (Jackson)**

# Questions for Stakeholders

- What strategies has your organization used to engage rural communities? Urban communities?
- What successful initiatives has your organization initiated that could be leveraged to increase EPSDT rates?
- Does your organization have ideas on ways to partner with the MCOs on outreach and campaigns?

# Contact Info

**Please do not hesitate to reach with additional questions:**

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